

# HEALTHCARE MANAGEMENT GRP JOB DESCRIPTION

TERRITORY SALES REPRESENTATIVE



**Healthcare Management Grp**, located Corona of Riverside County, Healthcare Management Grp is seeking Territory Sales Representatives.

to help us increase sales and address customer needs within a specific region. Territory Sales Representative responsibilities include presenting our products and services to potential clients, identifying specific consumer characteristics, and recommending ways to promote and sell our products. To be successful in this role, you should have excellent communication abilities and be highly motivated to meet sales goals. Ultimately, you will help us grow our customer base and establish our reputation in your assigned region. Acting as a point of contact for existing and potential customers within assigned territory. Identifying local business opportunities and challenges. Reporting on regional sales results (weekly, monthly, quarterly, and annually)

### **Responsibilities**

- Act as a point of contact for existing and potential customers within assigned territory
- Identify local business opportunities and challenges.
- Report on regional sales results (weekly, monthly, quarterly, and annually)
- Present our products and services to prospective customers.
- Identify customer needs and recommend product solutions.
- Work closely with salespeople and other internal teams to meet individual and group sales quotas.
- Answer customer questions about features, pricing, and additional services
- Cross-sell products, when appropriate
- Collaborate with sales representatives from different territories to share best practices and support a cohesive sale approach.

## **Requirements and skills**

- Work experience as a Sales Representative
- Familiarity with the mental health industry is a plus.
- Experience with CRM software
- Excellent communication skills
- Resilient with a proven track record in sales
- Education
- BSc in Marketing or Business Administration and 3 years' experience working as an Account Manager inside sales.
- Salary \$42k- \$63k plus commission and cash bonuses
- Reimbursement Car Allowance
- Full benefits after 90 days- Medical, Dental and Vision

Please submit your resumes to Ralph Donovan at [hcmgcompany@gmail.com](mailto:hcmgcompany@gmail.com) or call (951) 251-2319